

Message Text

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TO AMEMBASSY VIENNA PRIORITY

INFO AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

AMEMBASSY WARSAW

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E.O. 11652: N/A

TAGS: BEXP AU HU UG PL

SUBJ: U.S. AVIATION GROUND SUPPORT EQUIPMENT TRADE
MISSION

REF: USDOC 0820

VIENNA FOR EWTC

1. EWTC REQUESTED HAVE FOLLOWING COMPANY DESCRIPTIONS
TRANSLATED INTO RUSSIAN, POLISH, AND HUNGARIAN.
MISSION ADVANCE OFFICER BRUCE CARLTON WILL ARRIVE
VIENNA 1350 HOURS, MARCH 19 TO PROVIDE INSTRUCTIONS FOR
FINAL BROCHURE PRINTING. CARLTON WILL HANDCARRY BUDGET
AUTHORIZATION FORM TO PAY COSTS INVOLVED. DESCRIPTIONS
OF MISSION COMPANIES FOLLOWS: (A) ROBERT P. BENNETT,
MARKETING MANAGER, COCHRAN WESTERN CORPORATION, 1215
HANSEN STREET, SALINAS, CALIFORNIA 93901. COCHRAN
WESTERN CORPORATION IS ONE OF THE LEADING COMPANIES IN
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THE DEVELOPMENT, ENGINEERING, AND PRODUCTION OF CARGO

CONTAINER AND PALLET HANDLING SYSTEMS. OVER THE PAST DECADE, COCHRAN WESTERN HAS DEVELOPED AND PRODUCED OVER 800 AIR CARGO AND GALLEY SUPPORT SELF-PROPELLED VEHICLES AND TOWED TRAILERS FOR THE AIRLINE INDUSTRY. OF THAT, MORE THAN 3000 VEHICLES ARE SELF-PROPELLED CARGO LOADERS, TRANSPORTERS, AND CONVEYORS.

COCHRAN WESTERN CORPORATION HAS DESIGNED, MANUFACTURED AND INSTALLED FIVE COMPLETE 15,000 POUND CARGO PALLET HANDLING SYSTEMS FOR THE FLYING TIGER LINE. THESE INCLUDE TWO LEVEL SYSTEMS AT LOS ANGELES, DETROIT, AND NEWARK; A THREE LEVEL SYSTEM AT CHICAGO'S O'HARE AND A SINGLE LEVEL SYSTEM AT SAN FRANCISCO INTERNATIONAL AIRPORT. IN ADDITION TO THESE AND OTHER COMMERCIAL TERMINALS, THE COMPANY MANUFACTURED AND INSTALLED A MATERIAL, PALLET AND CONTAINER HANDLING SYSTEM FOR A MAJOR U.S. AIR FORCE BASE. THIS SYSTEM IS THE LARGEST OF ITS KIND IN THE WORLD, WITH A CAPABILITY OF HANDLING 1,000 TONS OF CARGO PER DAY.

MR. BENNETT IS INTERESTED IN DIRECT SALES, JOINT VENTURES, AND LICENSING ARRANGEMENTS. (B) ROBERT J. MARMORSTONE, GENERAL MANAGER, DATEX DIVISION, CONRAC CORPORATION, 1600 S. MOUNTAIN AVENUE, DUARTE, CALIFORNIA 91010. CONRAC CORPORATION IS A TECHNICAL MANUFACTURING COMPANY, PRIMARILY IN THE ELECTRONICS INDUSTRY, SERVING THE GENERAL FIELDS OF COMMUNICATIONS, CONTROL, AND INFORMATION DISPLAY. CONRAC IS THE ONLY U.S. COMPANY FEATURING ALL MAJOR INFORMATION DISPLAY PRODUCTS; VIDEO MONITORS, SPLIT FLAP DISPLAYS, LIGHT-MATRIX PANELS AND HIGH-INTENSITY, LARGE SCREEN TELEVISION PROJECTION EQUIPMENT.

THE DATEX DIVISION DESIGNS AND INSTALLS ADVANCED AIRPORT PASSENGER ARRIVAL AND DEPARTURE INFORMATION SYSTEMS FOR NATIONAL AND INTERNATIONAL APPLICATIONS. RECENT INSTALLATIONS INCLUDE THE NEW PAN AMERICAN TERMINAL AT KENNEDY INTERNATIONAL AIRPORT; BRAZIL'S NEW GALEAO INTERNATIONAL AIRPORT AT RIO DE JANEIRO; MONTREAL INTERNATIONAL AIRPORT, AND N.V. LUCHTHAVEN SCHIPHOL, AMSTERDAM.

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MR. MARMORSTONE IS INTERESTED IN DIRECT SALES AND AGENCY ARRANGEMENTS. (C) JOHN S. HOWELL, PRESIDENT, LEON H. BECKER, VICE PRESIDENT, HOWELL INSTRUMENTS, INC., 3479 WEST VICKERY BOULEVARD, FORT WORTH, TEXAS 76107. HOWEL INSTRUMENTS, INC. MANUFACTURES EQUIPMENT FOR JET AIRCRAFT AND MEASURING INSTRUMENTS FOR INDUSTRIAL APPLICATIONS. THE JETCAL ANALYZER/TRIMMER TESTS TEMPERATURE INDICATING SYSTEMS OF JET AIRCRAFT ENGINES. THE

SAME UNIT ALSO MONITORS ENGINE TEMPERATURE, REVOLUTIONS PER MINUTE, AND PRESSURE. THESE ENGINE TESTERS ALSO CAN BE USED TO TEST AIRCRAFT FIRE DETECTION AND ANTI-ICE SYSTEMS.

DIGITAL INDICATORS MANUFACTURED BY HOWELL INSTRUMENTS ARE THE MOST ACCURATE TEMPERATURE INDICATORS AVAILABLE. THESE ARE INSTALLED IN COMMERCIAL AIRCRAFT, EXECUTIVE JET AIRCRAFT, AND MILITARY AIRCRAFT.

THE JET ENGINE MONITOR SYSTEM RECORDS THE TIME/ TEMPERATURE EXPOSURE OF THE JET ENGINE DURING FLIGHT. IT PROVIDES DATA TO SCHEDULE MAINTENANCE, AND IMPROVES SAFETY AND REDUCES MAINTENANCE COST.

MR. HOWELL AND MR. BECKER ARE INTERESTED IN DIRECT SALES OR AN AGENCY ARRANGEMENT.
(D) JOHN H. DYKES, CHIEF EXECUTIVE OFFICER, JETWAY EQUIPMENT CORPORATION (SUBSIDIARY OF STANRAY CORPORATION), P.O. BOX 1231, OGDEN, UTAH 84402. JETWAY EQUIPMENT CORPORATION IS THE WORLD'S LEADING MANUFACTURER OF AIRCRAFT PASSENGER LEADING BRIDGES. IT DEVELOPED THE FIRST UNIT IN 1958, AND SUBSEQUENTLY HAS PRODUCED OVER 80 PERCENT OF THE UNITS IN THE UNITED STATES; AND THROUGH EXPORT AND LICENSEES, OVER 80 PERCENT OF THE UNITS OUTSIDE THE UNITED STATES. JETWAY ALSO PRODUCES THE JETCLAIM BAGGAGE DISPENSER IN ANY SHAPE REQUIRED TO MAXIMIZE SPACE UTILIZATION.

JETWAY MAKES A COMPLETE LINE OF CARGO HANDLING EQUIPMENT - LOADERS, TRANSPORTERS, CARTS, ETC., AND WILL SOON PUT IN SERVICE ITS TOTALLY NEW 20 FOOT AND 40 FOOT CONTAINER LOADING AND TRANSPORT SYSTEM DESIGNED ESPECIALLY

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FOR THE 747F FREIGHTER. THE JETLINE GROUND SERVICE EQUIPMENT INCLUDES DE-ICERS, MAINTENANCE LIFT PLATFORMS, LAVATORY AND WATER TRUCKS, AND SIMILAR EQUIPMENT.

MR. DYKES IS INTERESTED IN DIRECT SALES.

(E) WILLIAM M. GREELMAN, LOCKHEED ELECTRONICS COMPANY, INC., (A SUBSIDIARY OF LOCKHEED AIRCRAFT CORPORATION), U.S. HIGHWAY NO. 22, PLAINFIELD, NEW JERSEY 07061. LOCKHEED ELECTRONICS COMPANY, INC., IS A MAJOR SUPPLIER OF MINICOMPUTERS, MEMORIES, WEAPONS AND AIR TRAFFIC CONTROL SYSTEMS, INSTRUMENTATION RECORDERS, AND A WIDE RANGE OF ELECTRONIC SYSTEMS AND SUPPORT SERVICES. THE PRODUCTS AND SYSTEMS DIVISION IS ONE OF FIVE DIVISIONS. THE FOUR OTHER UNITS ARE: INDUSTRIAL TECHNOLOGY

DIVISION, AEROSPACE SYSTEMS DIVISION, ENGINEERING SERVICES DIVISION AND THE DATA PRODUCTS DIVISION. THE ARTS SYSTEM AUTOMATICALLY PLACES NUMBERS, LETTERS AND SYMBOLS REPRESENTING AIRCRAFT IDENTITY AND ALTITUDE ON CONTROLLER'S SCOPES. THIS INFORMATION IS GENERATED FROM TRANSPONDERS ABOARD AIRCRAFT. THE ALPHANUMERICAL DATA TAG MOVES WITH THE ASSOCIATED AIRCRAFT ON THE CONTROLLER'S SCOPE.

MR. CREELMAN IS INTERESTED IN DIRECT SALES.

(F) ALFRED L. STINGL, DIRECTOR, INTERNATIONAL MARKETING, WALTER MOTOR TRUCK COMPANY, SCHOOL ROAD, VOORHEESVILLE, NEW YORK 12186. WALTER MOTOR TRUCK COMPANY IS AMERICA'S LEADING DESIGNER AND BUILDER OF OFF-ROAD, HEAVY-DUTY, FOUR WHEEL DRIVE VEHICLES. WALTER SNOW
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